

COOPERATIVE EXTENSION WORK IN AGRICULTURE AND HOME ECONOMICS

U. S. Department of Agriculture
and State Agricultural Colleges
Cooperating.

States Relations Service,
Office of Extension Work,
Washington, D. C.

DIGEST OF LETTERS REGARDING NEW LINES OF FARM MANAGEMENT EXTENSION
WORK PLANNED FOR THE YEAR 1922

(Letters sent to Mr. R. F. Taber in reply to questionnaire.)

(Sent out with Memorandum No. 56)

Farm Management and Farm Account "Schools"

Michigan.-- We are devoting the three winter months, and possibly we shall devote March, to farm account "schools" over the State. A day is given over to a "school". A blank for summarizing accounts into a labor income statement is given to each farmer present. Farmers, who have kept records of receipts and expenses and have taken an inventory, figure labor income on their farms for the past year. Farmers, who have kept no accounts, figure labor income by a series of estimates. We accomplish three things in these "schools": (a) We direct the farmers' attention to the importance of studying his farm as an economic unit. (b) He learns how to take an inventory, keep a record of expenses and receipts, and summarize them into a labor income statement and isolate efficiency factors which are responsible for the size of the labor income. (c) We thus point out to the farmers and county agents the relation which improvements such as high producing livestock, better seed, and soil fertilization have to farm income. -- Killough.

South Dakota.-- My major project, which is farm accounting, calls for three visits to the counties by me during the year. It implies a rather persistent follow-up policy, and I believe will give us some real results by the end of the year. We have made up a special sheet showing the various standards for measuring size of business, crop yields, live stock returns and efficiency of labor, which we use as a second part of a meeting in communities where the first year account "school" has already been held, but no other follow-up work done.-- McCullough.

Iowa.-- The one day farm management short courses are being continued, but we are planning a systematic follow-up, which will call for meetings to close up the books, intensive follow-up for three to five years on the same farms in a given county and after the accumulation of data, the use of farm tours. -- Thompson.

North Dakota.-- Farm account "schools" will be continued during the coming winter and probably will be as extensive as last year. We held 105 last winter.-- m Willard.

Nebraska.-- Following up the miniature farm exhibits at fairs we expect to spend more time on farm organization in our accounting "schools" than formerly. Farmers are particularly interested this year in farm organization since corn is selling from 25 to 30 cents.-- E. L. Taylor.

Farm Management Estimating "Schools"

Connecticut.-- We are trying out this year a farm management "school" which does not require farm account keeping. The work of this school consists in each farmer figuring his own factors from the data which he has in his head, using practically a survey method to get at the data. It is too early for me to say much as to the success of this method. My reason for employing it is that there are many whom it seems impossible to reach through accounting.-- Manchester.

North Dakota.-- We continued the cost estimating "schools" on wheat this year with fully as satisfactory results as we had previously. We also went a step farther and held a few "schools" on potatoes, arriving at the enterprise data by the group method. These were highly satisfactory and the information was apparently of considerable value to farmers and county agents.-- Willard.

South Dakota.-- One line of work we hope to develop this year is that of farm management estimating "schools". At these meetings I would have the men estimate the size of farm, number of acres in each crop, number of each kind of live stock, etc., for the ideal farm in their county. At these meetings we would attempt to work out the ideal rotation and would have plenty of opportunities for stressing distribution of labor, labor efficiency, and other farm management efficiency factors. We have not yet developed this type of meeting, but I may use it at the summer meetings in my regular project.-- McCullough.

Work with Smith-Hughes Teachers

Minnesota.-- We have started cooperation with the Smith-Hughes teachers to the extent of furnishing them with material for a course in farm accounts, the material consisting of figures for one farm that may be filled in the blanks provided in the extension division farm account book.-- Cavert.

Account Work with Boys Clubs

Indiana.-- Our new lines of work for the coming year include chiefly boys farm management club work, farm management tours and farm lease demonstrations. We would like to develop farm management work in the common

schools but have no definite plans for giving help in this line except through teachers' institutes, by which method we will probably attempt to do some work in the fall of 1922.

Personally, I believe the most important change that can be made in farm management demonstration work, as it is now carried on, is to develop more work with younger people, especially boys and young men who have not become established on any farm. It is more important to teach farm management to young people than any other subject on account of the fact that farm management changes are much more difficult to make than farm practice changes. -- Robertson.

Iowa.--- We are receiving a great response from farm bureaus in connection with the work of farm boys between the ages of 14 and 20. We hope to cooperate with the club section in giving the boys a business training, and at the same time a group training that will be of immense value to them as they take their places in their respective communities. It seems necessary to begin the training of business farmers before they start to operate farms. Habits are more easily formed during youth and the things learned then will be more apt to be applied in later life.

In connection with the work with boys, it is proposed to hold an annual short course of a week's duration. The central theme at this short course will be farm management. Records of club members will be computed by them and the interpretation will be discussed in the class. An animal husbandry specialist, a farm crops specialist, a soils specialist, a veterinary specialist, and possibly one or two others, will explain how their respective subject matter can increase economic efficiency of the farm as a unit in such a way as to increase its profits. The first one of these courses will be held in January, and we can then better tell what direction our future development in this particular method of instruction should take. -- Thompson.

Pennsylvania.--- I hope to cooperate with the specialist in charge of boys and girls club work in formulating a project in farm accounting whereby the boys will keep their fathers' records and possibly receive some certain percentage of the income for the year in pay for doing this. -- Moffitt.

Enterprise Costs

Maine.--- We have at the present time 341 poultry cooperators signed up who started an account on November 1st with their flock and who have agreed to send us a monthly statement of expenses and receipts during the coming year.

It is our plan to get, if possible, 200 potato growers located largely in the potato growing section of the State to furnish us a weekly labor report on their crop next season. Then at the proper time, send a statement showing the amounts and costs of the various materials used including rent of land, use of machinery, etc. We plan to have the labor reports printed in pads of thirty reports each and supply each cooperator with one of the pads and request him to forward the reports weekly. From this data, we will compute the cost on each farm for the year. Our purpose in doing this is to determine under what conditions, potato growing is profitable and to determine what methods of management

are most successful. We shall try to continue this over a period of years. -- Jones.

New Hampshire.-- We hope to develop demonstrations in cooperation with the Forestry Department in working out details of a lumber lot with an annual crop as the basis. Cost in terms of quantity figures on the planting and maintenance of an orchard up to bearing stage. Cost of maintenance of a mature orchard in terms of quantity figures.

We expect to secure complete cost accounts on about 10 farms. (We need data on the distribution of labor.) -- Woodworth.

Pennsylvania.-- We have, during the past year, put out some 900 special blanks on which farmers may keep the cost of producing the 1921 crop of potatoes. We prepared a special blank for keeping the cost of producing grapes in the grape belt in Erie County. We have prepared an account book for use in keeping the cost of producing feeder steers, stocker steers, or a commercial beef herd. The book combines all three systems of producing beef so that men may keep a record of the cost of producing beef under whichever system they are working. We have also prepared a special blank for keeping the cost of producing little pigs to weaning age. A year ago we also prepared an account book for keeping a record on the cost of producing pork on pasture. These last two books are being looked after in connection with the animal husbandry specialists in their work. They also do a large part of the summarizing at the end of the year. -- Moffitt.

South Dakota.-- Along with the regular work of farm organization which the demonstrator will give, I feel that we should help the farmer some in studying methods of distribution and costs of the various factors in distribution and some things of that nature, not so much that it will result in material increase in efficiency, but that it will satisfy his mind as to the fairness and justice of the present processes, or to point out the places where economies can be brought about. -- Benedict.

Colorado.-- Another new line of work that is being developed and probably holds a close second to crop rotations is cost account demonstration work. This past year such a demonstration was held in one of the counties in Colorado on the cost of producing eggs. Six farmers started in this project and two farmers finished the year's work. A certain form was furnished them which they filled out each day and mailed to the county agent at the end of the month. The county agent tabulated the cost data and printed them monthly in his Farm Bureau News. At the close of the year, I helped the county agent figure out these records and analyze them. Then we held a tour and visited at least half a dozen poultry farms in the county. One hundred and twenty-five farmers attended this tour and studied in a business-like way this particular work which the poultrymen are doing. Fifteen farmers will keep cost account records on poultry this coming year in this region.-- Chase.

Washington.-- Under new lines of work we are expecting to develop, we are starting work to cover a number of years in cover crops in orchards showing the cost per box of apples where cover crops are used and where clean

cultivation is used. It is expected that this will be a popular project. Where up-to-date systems are used, the profits are much greater than where the old fashioned systems are used. Work that we expect to develop will also go into dairying, livestock, poultry and farm crops, showing the best way to handle these lines to get the greatest profit. This, of course, is done in close cooperation with the other specialists and will take some time to put across. Most of our work is in farm practices, the advantage of using summer fallow or not using summer fallow, the value of growing a leguminous crop in a rotation with wheat and oats.

We are in great need in this State of knowing the labor requirements for different kinds of crops. An effort is being made, however, to secure this information. Because of the financial situation in regard to farming in this State, some farmers are very apt to have to change their systems of farming entirely and we should be very careful in handling our demonstration work, that we do not take in too many of the farmers who are not stable on their different farms.-- Miller.

Oregon.-- Cost of production projects on milk, wheat, and alfalfa, is a new line of work that we have been developing for the past year or two. In our milk cost project we have secured survey reports from one hundred and twenty dairymen in four counties, which dairymen are also keeping financial, inventory, feed and labor records for the present year. A preliminary report on the cost of producing milk from the 1920 farm surveys was issued last spring. We hope to begin the work of securing more complete and accurate records from these same dairymen shortly after the new year in order to get out a second report on the cost of producing milk for 1921.

The wheat project consisted of securing forty wheat farmers in one county to keep the record of the business for the year 1920. The record books are kept complete enough to give us the information for getting at cost of production. As a result of this project, the interest in this county was such that we were warranted in making a financial survey of one hundred and fifty wheat farms this past summer, which was done in cooperation with the Office of Farm Management and Farm Economics, U. S. Department of Agriculture.

The work on the cost of producing alfalfa has been carried on in one of our irrigated sections for the past two years. For 1919, sixty-two farmers handed in their reports, and for 1920, seventy-eight complete returns were secured. This cost work on alfalfa has and is rapidly developing into a diversified dairy project. This is because the price of alfalfa hay has fallen too low for the farmers in this section to make anything by selling it for cash.

A second line of work we expect to develop this coming year is to carry on cost of production projects in fifteen to twenty counties of the State, but with fewer cooperators than we have made effort to work with during the past two or three years in each county. We have gotten to the point where we have sufficient data on our present day problems to enable us to expand in other sections of the State on a demonstration basis. So instead of cooperating with some twenty-five to fifty farmers in one county, we will cut the number down to five or ten. Furthermore, our plan is to cooperate closely with the special subject matter man

interested. For instance, in a dairy county the dairy extension specialists and myself would perhaps work with the same five or ten dairy-men, who will be our cooperators, or who might possibly be called demonstrators. In a wheat county, both the farm crop specialist and myself would work with a small number of wheat men as special cooperators or demonstrators. The same manner of cooperation would be carried on with the animal husbandry specialist, the poultry specialist, and the horticultural specialist. Possibly as many as four meetings a year would be held in each county with these demonstration farms, or, as we prefer to call them, cooperative farms. Perhaps the two or three meetings would be altogether of a subject-matter character. Then the last meeting of the year would include the financial statement, and be principally a farm management meeting. It is believed that closer cooperation of the extension specialists will be brought about by this procedure, and, accordingly, better results secured. -- Gunn.

Farm Business Analysis

Vermont.-- Next spring we will take a farm management survey of some 200 or more records. This will be a combination research and extension project. Not exactly a new idea but with some new phases we hope. As a strictly extension project we expect to take farm management records, working the thing all out with the farmer. We may attempt to make some suggestions and leave the record with him. He will have one copy and leave me the other. What we have in mind is that the farmer having worked out his labor income and understanding what it is all about will keep the account book better. After giving this work, those farmers who are interested in keeping a farm account book can obtain one for 25 cents and we will start them off. Where possible, we will do this in group meetings. -- Young.

Massachusetts.-- A year or two ago it was decided that we would depend upon farm account books for facts regarding farm business, but this has not proved very satisfactory, and for this reason last year three surveys were made with the hope that by 1922 more account books could be summarized and do away with the survey method. The response from farmers in replying to a request for their farm summaries has been rather disappointing and for this reason we are planning, during 1922, to continue our survey work and in addition, many of the county agents decided to make a small survey themselves. Probably the surveys made by the county agents will be largely to give them some definite information about certain communities and also to help them to think in terms of farm management. -- MacDougall.

Oregon.-- We have just taken on a cooperative project with a special legislative tax committee to secure from fifteen to twenty farm surveys in every county of the State. For the legislative committee it will serve the purpose of their study on tax equalization, for our purposes it will be valuable in starting the work in every county of the State and giving the county agents and farmers a chance to see the various uses that can be made of information of this character. It has already gotten us results in this respect.-- Gunn.

Investigational Work

Massachusetts.-- Our aim in Massachusetts is to encourage research work in getting specific facts regarding the agriculture of the State in order that we may have a better basis for extension work.

In order to promote business principles as they apply to the farmer, we hope to obtain 100 records on the labor requirements of the following crops: apples, potatoes, hay, silage corn, record blanks to be furnished by the farm management department of the college and cooperation obtained by the county agents. -- MacDougall.

New York.-- We need a continuation of present studies and a development of many new studies of price movements, business conditions, cost of production, costs of marketing products, tariff on agricultural products, agricultural finance, taxation, transportation. All these studies should be made by good statistical methods so that we can have definite measures of results.-- Ladd.

Pennsylvania.-- We have one man hired who spends his entire time in one county looking after farm management work alone. He started over 100 account books last winter and most all of these men are carrying them through and are keeping complete records on the entire farm in addition to all labor on their major farm projects. He also has about 30 men keeping poultry cost records, about 15 keeping cost of producing potatoes on special blanks, about 25 men keeping records on the cost of producing little pigs, as well as giving assistance with general individual farm problems that may come up during the year. He also, when occasion demands, will help out the county agent with meetings that are scheduled and other rush work that the county agent can not find time to do. As I stated before, his job is mainly farm management, and it is his duty first to do that work. Any work that he helps the county agent is strictly on time when he is not rushed with his own work. He makes an effort to visit all these men at least once a month and check up on all the records. In about 1/3 of the cases, it has been necessary for him to do a good bit of the entering of the records. The farmers will keep them roughly on a slip of paper and let him put them in the book because they say they do not want to make a mistake or soil the book. -- Moffitt.

Minnesota.-- In addition to our work as outlined in the July, 1921, issue of the Journal of Farm Economics, we will develop, just as soon as funds and conditions will permit, farm tractor studies in cooperation with the agricultural engineering division. We are just now considering a project having for its purpose the discovery of the costs of operating an auto and the efficiency of auto service under farm conditions. Personally, I would like to undertake a study having for its purpose the discovery of the leaks in the present farm business. The method of attack would be to make a number of case studies of farms following the same type of farming. There would need to be comparison of the factors of production and of the farm business as a unit. The object of such a study would be to find good practices and to develop or determine sound principles of organization. -- Boss.

North Dakota.-- Our detailed cost of production studies, in cooperation with the county agents, were continued this year and will be continued next year, although perhaps on a slightly reduced scale as to the number of farms. About 150 out of 180 farmers are completing the records for 1921. These records cover daily labor, feed, receipts and expenses, food furnished by the farm, etc. -- Willard.

Labor Efficiency

New Hampshire.-- Labor records of harvesting hay. A study of hay harvesting under different conditions was started in a small way and we expect to extend the work to cover several phases of the project.

Demonstrations with hay forks and hay slings where they are not being used.

Demonstrations in regard to use of machinery cooperatively on small farms. (Corn planters, potato planters, potato diggers and sprayers.)

Demonstrations to show how labor costs can be lowered on large farms. -- Woodworth.

Washington.-- We are developing a new line in demonstrating the cost of harvesting wheat using a ground power, a combine harvester, motor driven harvester, using horses to pull the machine, and using the same general type of machine, and the method of cutting and stacking grains. We have already received reports from a number of farmers and we know that there is quite a difference in the methods used. Following this method, we measure the pull of the machine, the efficiency, the number of men and horses used, the upkeep, the life of the machine and other essentials. This project will extend over a period of five years. We are also demonstrating the most economical way of putting up alfalfa hay, having demonstrated in our cost accounts that some of our farmers are putting up alfalfa hay at one half the cost of other farmers. -- Miller.

Rural Credits

Michigan.-- If the Federal Farm Loan Bank is in a position during the spring and summer to make loans we will expect to put on a campaign to take up expiring farm mortgages paying seven per cent interest or more by converting them into Federal Farm Loans at a lower rate.-- Killough.

Tenancy

Pennsylvania.-- About the only work that we have in mind right now is to do some intensive work with farm tenantry systems. This work is coming more to the front every year and we are in need of information along that line. -- Moffitt.

Illinois.-- In case tenancy is an acute problem in the counties, we expect to bring about a closer cooperation and a better feeling in the landlord-tenant relationship, also to improve their agricultural practices in the county by holding tenant-landlord meetings.-- Elliott.

Minnesota.-- We hope to do more work on farm leases than we have in the past.-- Cavert.

Iowa.-- We have made some excellent progress in farm tenancy this year and have had a very large demand for help during next year. Our methods will not be greatly changed from 1921. Our feeling now favors separate meetings of landlords and tenants, at least to the extent that tenants will have the floor one day and the landlords the next, and an appointment of a tenancy committee. Some of the Iowa counties have worked very hard and we are hopeful of much good from this activity because it is so closely interwoven with a profitable system of farming, farm records, and community life. -- Thompson.

South Dakota.-- I think that the matter of better methods of land rental is a very serious problem from a farm management standpoint, but have not yet arrived at a satisfactory conclusion as to how work should be conducted in connection with this. -- Benedict.

Farm Reorganization Project.

New York.-- Our farm management service project is a new development. We are trying it out in only one county. We shall not push it until we are satisfied as to its possibilities. The results so far obtained are very satisfactory.

We are providing a general farm management service for a group of farms. Ten to twenty farmers agree to pay \$10 each for this service, to board the representative of the college while he is collecting the data and to convey him to the next farm which he visits or to the railroad station. The department will map the farms showing all field lines, furnish the farmer a map on tracing cloth and six blue prints, make a drawing of the floor plans of the farm barns and furnish the farmer with one copy, and make a study of the farm layout and building arrangement and make suggestions for improvement, if possible. The department will also take a complete survey record of the farm, take an inventory and start a set of farm accounts, study the survey record and make a detailed report on the farm business with possible suggestions for improvement on the basis of this report. This service can be undertaken with only a limited number of farms because of the time required. Last year this service was carried on in one county with nine farms comprising 2212 acres of land. -- Ladd.

Illinois.-- We have three or four counties that are taking up farm organization work this year. We are endeavoring to get at least ten men in these counties to agree to change both the physical and productive organization of their farms and thus work toward a better balanced system of farming. This is a new line of work for us and represents the

new step in the extension work this year. Also, the landlord-tenant studies are being pushed a little more this year than they have been in the past. This farm organization project is so broad and can be made so inclusive that I think it represents about as large an order as one would want to attempt to put across. -- Elliott.

Colorado.-- Probably the new line we are developing from the farm management "schools" in accounting which is the most important is that of crop rotations. Farmers are selected for this demonstration in a given community; then a county agent in consultation with the farmer and the farm management demonstrator plans a crop rotation that is adapted to that man's farm and to the region in general. In selecting these farms, the idea is to choose one which is typical of the community. The outstanding reasons for developing crop rotations is to hold the soil from blowing to maintain fertility and to have an efficient use of labor and live stock.-- Chase.

Washington.-- The two new lines of work we are now developing are the working over of farms, changing fields, and getting out a definite rotation system to increase crop yields and to decrease the cost per bushel. This may run into the changing of the crops on a number of farms. We expect to handle three or four this year and if the work proves satisfactory we will go into it stronger next year. This is to us a new work and has been brought to our attention and to the attention of the farmers by the fact that very few farms who have kept our cost accounts this year, have anywhere near received the cost of production. One of the main reasons is the low yields that farmers have been getting in the last few years due to certain problems, perhaps individual in this State. This will run over a period of about eight years; in some cases, we will no doubt urge farmers to urge live stock, especially dairying in an effort to build up a profitable farm. -- Miller.

Demonstration Farm Project

Vermont.-- A scheme thought out by Mr. Rasmussen was the farm management demonstration farm project. The county agent and the farm management demonstrator were to select a farm not paying well, whose owner would agree to follow the two aforesaid gentlemen's recommendations and thereby make his farm profitable. I agreed to consider it on condition that the owner would move off and let me move on.

However, there are certain facts of farm management that we know at least as well as the potato man knows it pays to spray. My ideas are not very pregnant on the subject yet, but I hope if possible to select several men whose farms could be made more profitable, - for instance, by increasing the number of cows, adding a potato cash crop or some other feasible change in the organizations. Then the owner, the county agent, and myself will go over the farm and his business organization and agree on a program of change as a farm management demonstration, unadvertised till we get results. -- Young.

Farm Management Tours

Minnesota.-- We expect, during the summer, to put on a series of demonstration meetings on farms with a view to demonstrating good rotations and methods of weed control. These meetings are planned especially for the wheat growing sections where weeds are a serious menace to production.-- Cavert.

Farm Management Correspondence Course

New York.-- One advanced farm management reading course, as developed last year, is working out well. -- Ladd.

Minnesota.-- We hope some time in the future to work out a correspondence course in farm management. -- Cavert.

Concentration on a Major Project

Illinois.-- In our meetings and correspondence this year we have endeavored to "sell" the farm management program rather than any one particular project. We have taken the position that in any line of farm management work the first step towards its accomplishment is the farm accounting. The farm accounts give us the data on which to base work in other lines such as farm organization, farm operation, lease studies, etc. This year we are endeavoring to get all of our farm management projects on a permanent basis, that is, outlining them to run from three to five years. We have it distinctly understood with every adviser, who is desirous of taking up work in farm management, that he will be expected to go through the whole program, which will include in its development, (1) farm accounting, in which from 25 to 50 men agree to keep simple financial records of their farm business each of the five years. Then each year we will endeavor to get from five to ten of these men to agree to take up steps (2) namely, farm organization. -- Elliott.

Wisconsin.-- I am confining myself almost wholly to selling the idea for farm accounts and the use of the account book. This year I am endeavoring to place the idea before educators and school officials, and have met with many county school board conventions, urging the substitution of some accounting work for arithmetic in the rural school course, and some counties are cooperating and making it a requirement for graduation. I feel that it should be our aim to more deeply root the idea than simply presenting it to adult farmers. In other words, we must create the habit of keeping accounts. I also feel that we should emphasize the efficiency of production which, of course, can only be determined by records. The common phrase of "knowing what you do with your time as well as your money" seems to impress itself upon farmers.

There is one other thing which I am endeavoring to do in this State and which is meeting with some success. That is to obtain the farm records. This, of course, is common to every branch of agriculture and I am endeavoring to have them see that their job is not complete with production, but it is the return to the farmer for his effort that is the real, vital thing. I feel that this coordination of work will bring good results. -- Donald.

Iowa.-- Our present program will keep us so busy that we will be unable to develop new lines for some time to come. It seems wiser to us to pick out a few things and do them reasonably well than to scatter our resources over too many.--- Thompson.

South Dakota.-- I am trying to concentrate on one major project and to avoid dissipating my time on a lot of miscellaneous activities. - McCullough.

Crop Reporting Statistics

Iowa.-- We are very anxious to inaugurate a more complete system of publicity and agricultural production statistics, which will be of assistance to the individual farmer in more nearly meeting the world demands for his products. -- Thompson.

South Dakota.-- We expect to do some work in putting statistical figures from the crop reports into graphic form for use in newspapers, and for use by the farm management demonstrator. I believe there is a big field for constructive work along this line, but it is going to be necessary for us to feel our way in taking it up. -- Benedict.

Developing Methods

New York.-- We are not satisfied with any of the present methods of handling the accounting work, and hope to develop a more satisfactory method in the future. We need a careful study of the following points: (1) The material which should be presented by the extension worker in agricultural economics and the relative importance of the various groups of subject matter. (2) The best arrangement of subject matter to be presented in a single period, a one day school, a three or five day school. (3) The best method of presenting subject matter in agricultural economics considering the type of meeting, the type of audience and various other factors. -- Ladd.

South Dakota.-- I feel that the time has come for a certain amount of broadening in farm management extension work. The tendency has been, I think, to over-emphasize the mere keeping of records and to fail to think the farmer's whole problem through. -- Benedict.

Oregon.-- Our one big effort at the present time is to be able in the near future to carry the farm management extension work to every county and every section of the State.

We now have considerable material on the cost of producing wheat and also on the cost of producing milk which can be used for demonstration purposes in several of the other counties. -- Gunn.

Publicity

Michigan.-- Last fall we put on a price exhibit at the State fair and sent out a series of price charts to the county agricultural agents and the cooperative exchanges here in the State. Also, we carried on an extensive publicity campaign for the purpose of directing the attention of the farmers to the usefulness of the United States Crop Reporting Service. We find that the big problem is to get the farmers to think in producing areas over which the price is determined. Too many farmers study State or United States production of wheat instead of world production in forming their judgments of supply compared with previous years. They think of the potato crop in terms of their own locality rather than in terms of United States production. They fail to realize that Michigan is one of six important bean producing States. Comparatively few farmers are familiar with the Monthly Crop Reporter. Wrong impressions which we are trying to correct are that the crop reporting service is not accurate and that it serves the speculator to the detriment of the farmer. We are working in very close cooperation with Mr. Church, Crop Statistician for this State and the Marketing Department of the College.

Follow-up work with the farmers will be carried on by a series of monthly letters containing facts of timely interest secured from cost accounting routes here in the State and indirectly directing his attention to accounting methods.

With the Monthly Notes on Farm Management and Farm Economics from the Washington office as a background, we have a news service to county agents. We are sending out to the county agents and to other influential people, who ask to be put on our mailing list a monthly letter analyzing general economic conditions in relation to agricultural production, and calling attention to the work we are carrying on in the field of farm management. These letters are becoming very popular. -- Killough.

Iowa.-- In this section, I refer again to the publicity service which has been referred to under "Crop Reporting Statistics," some statistics are available, but in many cases they are fragmentary. It will be necessary to improve greatly the machinery for securing world's statistics, if this project is to be made of the most use. The method that we expect to try is through circulars to county agents, articles in the daily papers and the agricultural weeklies, and a service developed through program committees of the township farm bureaus, some of which meet each month for discussions. -- Thompson.

Colorado.-- I am sending notes on farm accounts and farm economics to the county agents monthly. This is another service which is developing in this State for extension workers. The December number was the third one to be sent out. -- Chase.

to not have considered material on the part of producing what
and also on the part of producing with which can be used for other
extension purposes in several of the other countries. -- Done.

Editorial

Editorial-- Last fall we put out a paper which at the time was
sent out a series of prices change as we saw very significant changes in
the cooperative exchanges here in the States. Also, we saw in the
extensive material available for the purpose of showing the situation
of the farmers to the authorities of the United States. We reported
to them. We find that the big problem is to get the farmers to better
in producing areas over which the price is determined. The big thing
about State or United States production of wheat instead of wheat
then in looking their progress of supply compared with previous years.
They think of the future crop in terms of wheat and largely wheat.
Then in some of United States production. They fall to realize that
Michigan is one of the important wheat producing States. Consequently
the farmers are familiar with the Monthly Crop Report. They see
production which we are trying to correct and that the crop is
serious in our country and that it is serious the situation in the
name of the farmer. We are working in very close cooperation with the
Union, Crop Extension for this State and the National Extension
of the College.

Following work with the farmers will be carried on by a series
of monthly lectures comparing facts of family incomes around from
cost accounting records kept in the State and National Extension
attempts to accounting records.

With the Monthly Report on Farm Management and Farm Economics
from the Washington office as a background, we have a new series of
county agents. We are starting out to the county agents and an other
independent people, who are to be put on our mailing list a monthly
letter on farm general economic conditions in relation to national
trend production, and calling attention to the work we are carrying
on in the field of farm management. These letters are becoming very
popular. -- Editor.

Editor-- In this report, I refer again to the public service
which has been referred to under "Crop Reporting Service", and
statistics are available, and in many cases they are in progress.
It will be necessary to have directly the authority for making
with the statistics, if this project is to be made of the next year.
The matter that we expect to try is through officials to county
agents, articles in the daily papers and the national weekly
and a series of local weekly papers, extension of the monthly farm
survey, some of which may each month for discussion, or Extension.

Editorial-- I am sending notes on farm accounts and farm economics to
the county agents monthly. This is another series which is developing
in this for extension workers. The December number was the first
we to be sent out. -- Done.